

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Kerr-McGee Shared Services Company, LLC

PARTNER/VAD NAME:

SECTION I - Approval Requests:

HQAPP Requests:

1. Ebus Suite discount worst case of 60%.
2. Price hold for Ebus Suite and technology products being purchased for 2 years at 60% worst case.
3. Customer definition, Majority and 50% owned subs.
4. Worldwide use Territory definition, Customer facilities worldwide.
5. Support flat for years 2 and 3.
6. Use of Ebus. Suite Price list dated Feb 10, 2003.

TIER 1 Requests:

1. .

TIER 2/3 Requests:

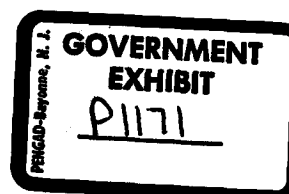
1. License assignment option for 3rd party acquiring assets.
- 2.

Previously approved requests (include date of approval):

- 1.
- 2.

SECTION II – Deal Summary:

Deal Summary	
Programs	Ebus. Suite, Tutor, ServerEE, iAS
License Discount	60 % (ebiz + 35%) Worst Case
Support Discount	60 % (ebiz + 35 %)
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	40% worst case – 2 yrs.
Price Holds	40% worst case – 2yrs.
List License	\$2,639,950 (w/ migration license fees)
List Support	\$483,989 (w/o existing support from migration , New Support \$\$)
List Comp & Admin	
Net License	\$1,065,980
Net Support	\$193,596 (new support \$\$)
Net Comp & Admin	
Net Total Price	\$1,259,576
Price List Used	Feb 10, 2003 (Full Ebus. Suite)



Customer History - Existing Price Holds	
Existing contractual discount (price hold)	% none
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	Existing SLSA May 1996

SECTION III - Justification:

Kerr-McGee is a long time Oracle applications customer having spent over \$25M with Oracle Corporation since May 1996. We have offered the Ebus. Suite bundle from price list Feb 10, 2003. If we are able to sell off this price list at the discounts shown (worst case) we will lock SAP out of the Chemical business unit of this account and provide an easy path for them to migrate from other competing products to Oracle. Competing products include Indus Passport, Adage, etc. Additional future license revenue for expansion of user base exists in 2004. Estimate another \$1M. Kerr-McGee is also evaluating EBSO services. Should have decision in early FY04.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: Rick Wells-Apps ,Eric Fearday-Tech/ Matt Renner/Matt Mills
Field RM name if submitted by OracleDirect:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION IV – Computer and Admin Services:*(Delete this section if not applicable)*

If Computer and Administration Services or Administration Services are being ordered please provide information below:

Does this deal include Phased Implementation?	
License minimums met at each implementation phase?	
Is customer purchasing the Ebusiness Suite? If so what is the total employee population?	
Is the 20% rule met in each phase?	
Is the 10% professional user rule met in each phase?	
Computer and Administration or Administration Services hosting minimums met at each implementation phase? (\$6,000 monthly for C&A and \$4,000 monthly for Admin for EBSO only (\$6,000 monthly for C& A for Collaboration Suite) (\$12,000 monthly for C&A for EBSO and OTO and \$8,000 monthly for Admin only for EBSO and OTO) Example: A customer wishes to purchase Computer and Administration Services for 9i and Financials. The net annual fees for 9i are \$65K and the net annual fees for Financials are \$100K. An incremental fee is not required since the total fees of \$165K are greater than the \$144K annual minimum. Note: If a customer is purchasing a database/ias license simply to be in compliance with E-Business Suite requirements (e.g. they are making modifications), they must purchase Outsourcing for the database/ias as well the E-Business Suite application, but this is not considered Technology Outsourcing and they only need to meet the E-Business Suite minimums of \$48,000 for Administration Services only and \$72,000 for Computer and Administration Services. On the other hand, if the customer is specifically implementing 9iAS/9i functionality such as Portal or Data Warehouse in addition to E-Business Suite, that is considered Technology Outsourcing and the customer must meet the minimums for both Technology and E-Business Suite Outsourcing. Thus, the minimums would be \$96,000 for Administration Services only and \$144,000 for Computer and Administration Services. The customer must be in compliance with database licensing requirements.	
Does this deal have a subset of users?	
What is the entire License set? What is the justification for a subset?	
Standard Ordering Document Terms?	
Standard pricing?	
Is Customer using the Certified Configuration (applies to Admin only)?	
Administration Services or Computer and Administration Services:	
Applications or Technology or both:	
Customer email address (required):	
Service Implementer (required):	
For existing licenses - (NOTE: Validation of existing licenses and support must be obtained from licmgmt@us.oracle.com)	CSI Number _____ Original License Agreement _____ Original Order Entry No. _____ Date of Original License Purchase _____
Are additional users being purchased for applications that are already hosted?	
Is this purchase of Administration Services or Computer and Administration Services by a customer who is purchasing Outsourcing for additional products which were not previously hosted?	
Are any self-service apps for use outside the firewall being purchased?	
Did customer purchase FastForward OnLine Financials RPM (5 day implementation preconfigured general ledger)?	
Is customer purchasing an iLearning Subscription?	

SECTION V – Ordering Document Details**Instructions - Fill in all sections completely.**

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at <http://esource.oraclecorp.com>

PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.

PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.

MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	Need to present to customer by May 5, 2003.
Opportunity I.D. (OSO Number):	759416, 759433
Is this a ship order?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No
Quote Valid Through (insert date):	May 15, 2003
Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	<input type="checkbox"/> Yes <input type="checkbox"/> No
If yes, specify payment type:	<input type="checkbox"/> Applications Affiliate Fee <input type="checkbox"/> ROP Fee (GB Use Only)
MIGRATIONS OR UPDATES:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
PREMIUM SERVICES:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INCIDENT PACKS:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Payment Terms:	<input checked="" type="checkbox"/> Net 30 <input type="checkbox"/> Other (Specify)
Referenced Agreement:	<input type="checkbox"/> New OLSA <input checked="" type="checkbox"/> Other (Specify) <input type="checkbox"/> Existing SLSA dated May 1996

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Kerr-McGee Shared Services Company, LLC
Business Address:	123 Robert Kerr Ave.
City / State / Zip:	Oklahoma City, OK. 73102
Customer Contract Admin:	Nik Pottala
Phone #:	405-270-1313
Fax #:	405-270-4246
E-mail ID:	NPottala@kmg.com
Billing Contact:	Same
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Excmpt <u> x </u>
Shipping Contact:	Randy Medders
Address:	123 Robert Kerr Ave.
City / State / Zip:	Oklahoma City , OK. 73102
Phone #:	405-270-1313
Fax #:	
E-mail ID:	rmedders@kmg.com
Technical Support Contact:	same
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ _____
Education Discount:	_____ %
Education Revenue:	\$ _____
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make:

OS:

PROGRAMS:

	QTY.	Metric	Price	List License	Discount	Net License	List support	Net Support
E-Bus Suite Bundle								
Existing Lic. Mig.(est.)	581	Prof.User		440,000		186,000		254,000 (existing sup.)
Ebus Suite	169	Prof.User	4,000	676,000	0.60	270,400	148,720	59,488
Ebus Suite	460	Employee	400	184,000	0.60	73,600	40,480	16,192
Tutor for Applications	10	Apps User	495	4,950	0.60	1,980	1,089	436
Self Service Tutor	750	Employee	20	15,000	0.60	6,000	3,300	1,320
SUBTOTAL				1,319,950		537,980	193,589	77,436 (excludes exist support)
Technology								
Server EE	1400	Named	800	1,120,000	0.60	448,000	246,400	98,560
Express Server	3	processor	40,000	120,000	0.60	48,000	26,400	10,560
Internet App. Server	4	processor	20,000	80,000	0.60	32,000	17,600	7,040
SUBTOTAL				1,320,000		528,000	290,400	116,160
TOTAL				\$2,639,950		\$1,065,980	\$483,989	\$193,596
								\$1,256

Applications	
Will applications be modified:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Will users be accessing modified Apps from the web:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Have all prerequisites been included:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Will users use Fast Forward RPM:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Will applications be hosted:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Indicate database that Apps will run on:	Server EE
Indicate CSI for existing prerequisite database and tools:	Multiple, plus migration to current metrics

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	Segmentation
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Rick Wells

Technology Sales Manager	Eric Fearday
Account Manager	
OracleDirect Rep	Ken Kaufman
Education Sales Rep	
Support Renewals Rep	Michael Cosenza
Premium Support Rep	
Migrations Manager	Christina Schuler
Is there a teaming agreement?	<input type="checkbox"/> Yes (if yes, list all appropriate reps) <input checked="" type="checkbox"/> No
Requester:	Name: <u>Rick Wells</u> Business Telephone: <u>918-493-1188</u> Cell Phone: <u>918-740-1120</u>